

Note: We are the only exclusive selling agents in Clarksburg for Manhattan Shirts.

# Manhattan Shirt

## Reduced Prices

Manhattan \$1.50 Shirts.....	\$1.15
Manhattan \$2.00 Shirts.....	\$1.55
Manhattan \$2.50 Shirts.....	\$1.95
Manhattan \$3.00 Shirts.....	\$1.95

# SALE

**Starting Thursday, January 6, all Manhattan Shirts will be reduced in price. The new effective prices for the SALE are listed herewith. Once each season for a short period only these shirts are sold at sale prices. Save now.**



Your Fore-father's Store.  
**NUSBAUMS** (INC)  
124-136 South Third St.  
CLARKSBURG, W. VA.

## Reduced Prices

Manhattan \$3.50 Shirts.....	\$2.85
Manhattan \$4.00 Shirts.....	\$2.85
Manhattan \$5.00 Shirts.....	\$3.85
Manhattan \$6.00 Shirts.....	\$3.85

**Tomorrow we place on sale our entire stock of Manhattan shirts. Many new, exclusive patterns are here, so come early for your selection as this sale always attracts a large number of people. Manhattan shirts are the best made and best known shirts.**

# LYNCH'S

## During Our Stock Invoice

We find a number of odd lots which we are marking at very attractive prices to close them out preparatory to the arrival of new spring goods.

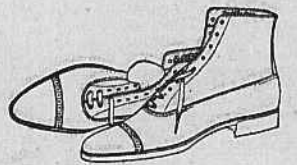
New spring suits will arrive about the 20th of this month.

## T.J. Lynch & Company

### A Nettleton Master Street Boot—

"THE ARDSLEY"  
\$7

—and worth it



Boots in Black or Tan Calfskin

The smartly refined lines of this model, its thorough finish, its quality-look—all make a strong appeal to the man who seeks dress-value in shoes. But more: in black calfskin, "The Ardsley" represents the absolute utmost in wear; in tan calfskin, it is almost as durable. Nettleton shoes are a sound investment and a real economy.

**HIGHLAND BROS. & GORE**  
Exclusive Shoes 128 Third Street

Agent for Nettleton Men's Shoes—the World's Finest

## Start the New Year Right

Get Your Next Suit at the

**Bloch-Parrish Tailoring Co.**  
MASONIC TEMPLE

A Swiss aviator rose to the height of 19,800 feet, overtopping the best previous ascent.

## BETTER BUSINESS TRAINING NEEDED

In Fact, It is Demanded Declares the Chief of Federal Bureau of Commerce.

(SPECIAL TO THE TELEGRAM)  
WASHINGTON, Jan. 5.—The absolute necessity for improved methods of educating men for foreign trade is strongly insisted upon by Dr. Edward

### New Treatment for Croup and Colds

Relieves by Inhalation and Absorption. No Stomach Dosing.

Plenty of fresh air in the bedroom and a good application of Vick's "Vap-O-Rub" Salve over the throat and chest is the best defense against all cold troubles. The medicated vapors, released by the body heat, loosen the phlegm, clear the air passages and soothe the inflamed membrane. In addition, Vick's is absorbed through the skin. 25c, 50c, or \$1.00.

**VICK'S VAPORUB SALVE**

Ewing Pratt in his first annual report as chief of the bureau of foreign and domestic commerce. There may be an exception or two, but the claim is made that most colleges and universities are doing too little to train men for this highly important work.

Exception is taken to the men with only theoretical training who are often put in charge of commerce classes in schools and colleges. "It is to be regretted that the actual work of instruction is not intrusted to men who have some practical or personal knowledge of the subject. A mere second-hand acquaintance, a mere book knowledge of foreign trade is inadequate. I do not mean by this statement to advocate the employment of merely practical exporters as instructors. But I do advocate the employment of men who have gathered their facts and information by personal investigation, and have thus acquired a first-hand knowledge and have a practical contact with the things which they propose to teach."

This criticism of prevailing methods of training men to carry on our foreign trade follows a discussion of the part the United States has come to play in international trade. As a result of the war the American business community is rapidly being forced into the world's trade arena. The United States has been compelled to become the world's producing and commercial center, and, for a time at least, the world's financial center. If we are to make the most of the opportunity thrust upon us, we must solve a number of important problems. One of them is this matter of properly equipping young men for service in the export field.

Another is the proper financing of foreign trade. In this direction we are making much better progress than in training exporters. For one thing the war has forced an improvement over previous methods. Most important improvements, however, have been made as a result of the federal reserve act of 1913, which permits national banks to accept bills drawn against actual shipments in foreign commerce, and also provides for the establishment of branch banks in foreign countries.

The report also urges the adoption of a definite and continuing foreign commercial policy. Such a policy is not so much dependent upon the officers of the government as it is dependent upon the American public—upon public opinion—and the American public is just awaking to a realization of the situation. "The business community likewise is just awaking to a realization of the importance of such a policy to the extension of business. Questioning as to the value and utility of foreign trade is giving way to enlightened study and exploitation. Those who only a short time ago were apt to declare that domestic markets were large enough are chafing under restraints of temporary handicaps in developing foreign markets. Altogether, the business community and the public desire to shake off our commercial dependence on Europe and to establish ourselves commercially independent. This desire finds expres-

sion in the public interest in international affairs and in our own foreign policies."

Dr. Pratt considers it eminently proper, in view of the fact that the bureau of foreign and domestic commerce is that part of the government entrusted with the promotion of foreign trade, that a suggestion should be made regarding one feature of trade promotion that has been almost entirely overlooked.

"We have utterly failed to make use in our foreign trade promotion of the machinery of the conventional tariff system, which our competitors have employed with great success. We have been satisfied to get most-favored-nation treatment from foreign countries, or, in other words, tariff concessions adapted to the needs of other countries, and not to our own. Other countries, by mutual tariff concessions, have gained valuable markets for the goods which they are peculiarly fitted to manufacture for export. Such concessions in the aggregate make up a conventional tariff. This is a matter which is entirely outside the discussion of a protective tariff, a tariff for revenue only, or free trade. A conventional tariff system may be based on a high or a low tariff and to be regarded solely as a method of promoting foreign trade."

The report discusses many of the other problems with which our exporting interests are particularly concerned at present, and it contains the usual review of the activities of the bureau for the year under consideration. The new commercial attaché service is thoroughly described and the need of more money for carrying on the foreign service of the bureau is strongly insisted upon.

The effectiveness of the bureau's work in promoting American trade in foreign countries is best shown in the definite practical results obtained. To prove that such results have been well worth while, the report takes up in detail a number of the largest contracts that American firms have closed as a result of the bureau's activities. Perhaps the largest order of this kind resulted from placing representatives of a Russian concern in touch with American exporters of raw cotton. One of these exporters reports that it has closed a five-year contract for 40,000 bales of cotton annually, which will amount to two or three million dollars annually, or between fifteen and fifteen million dollars during the life of the contract.

"We are also informed," continues the report, "of four other specific instances of orders, each one of which amounted to a million dollars or more, the information concerning which was first published in our foreign trade opportunity service. These are: A railroad for the island of Formosa; a coal handling plant for the port of Durban, South Africa; battleships for a South American republic; and arsenal machinery for the arsenal at Hsing Yang, China."

"Recently we were informed by a large milling concern in the West that a little over two years ago they formed a business connection with a concern in Turkey. The name of this concern had been obtained from the bureau. During the last two years the amount of business done with this one concern has amounted to over \$800,000."

"Numerous instances have come to our attention where the results in each instance have been smaller, but

nevertheless important. For example, information published as foreign trade opportunities resulted in a contract for a new telephone system for Bergen, Norway, amounting to \$201,000, a contract for a petroleum pipe line at Bucharest, Roumania, a contract for the construction of the capitol at Taihoku, Formosa."

As a result of a conference with the king of Spain a commercial attaché of the bureau opened up markets for about 3,900,000 tons of American coal annually. This conference resulted in the removal of the Spanish transport tax on American coal that had previously been a great obstacle to gaining a foothold in this market.

## "I HAD GIVEN UP HOPE," DECLARED WARREN BEVERLY

Popular Local Stock and Movie Actor Writes in Cordial Praise of Nerv-Worth.

Without any preliminaries readers are re-introduced to this remarkable endorsement:

"Burke's Drug Store, City: "Allow me to say a few words regarding your tonic, Nerv-Worth. I find my pen inadequate to describe the good it has done me. In my profession I have to keep a level head at all times and for the past year or more my nerves have been unsteady and my brain failed at times when it ought to be clear."

"I had given up hope and in fact was becoming used to my nervous condition, but one bottle of your excellent tonic has removed this condition and I feel like a new man." (Signed) "WARREN BEVERLY." This comes from one of the leading actors of the company playing at the Palace theater, Mr. Beverly being the company's talented scenic artist, and who has been working in the movies. This statement is worthy of the most careful reading. Mr. Beverly tells here in graphic terms the old story of Nerv-Worth's speedy action. Observe that a single bottle of this matchless tonic banished his long-standing nervousness.

Buy Nerv-Worth at the Burke drug store. Dollar back if it doesn't help you.—Advertisement.

WE GET CHARACTER IN YOUR PHOTOGRAPH  
**IDEAL STUDIO**  
W. R. Hook, Prop.  
338 W. Main St.  
BOTH PHONES

## Buy your Tools from Us; you will get good Tools



DO NOT TAKE "ANY OLD THING" WHEN YOU BUY TOOLS. BUY OURS. WITH OUR TOOLS YOU CAN DO MORE WORK AND BETTER WORK, WITH LESS LABOR.

WE WON'T PINCH YOU ON THE PRICE, BUT GIVE YOU THE BEST MAKES AT A LOW PRICE.

DON'T YOU NEED SOME GOOD TOOLS RIGHT NOW. COME IN.

**Lee & Parr Hardware Co.**  
434 West Pike Street.

## TODAY

We Start our

## THE BON TON

A. J. SPIER, Prop.  
342 W. Main Street.

Clarksburg.



## Opportunities for Acquiring Wealth

"Opportunities for acquiring wealth or a simple competency," said John D. Rockefeller, "are greater in this country than ever before. The improvement of transportation facilities, advancement along scientific lines, the development of machinery and system of organization all tend to increase general prosperity."

How about your improvement of opportunities—are you saving more money?

An account with the Empire National Bank of Clarksburg is a very good incentive.

4 Pct. Interest Paid on Savings Accounts  
Main and Fourth Sts., Clarksburg, W. Va.

Capital \$250,000.

Surplus (Earned) \$230,000.

**EMPIRE NATIONAL BANK**  
CLARKSBURG, W. VA.

